

Message Text

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ACTION EUR-12

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USDOC FOR BEWT

E.O. 11652: N/A
TAGS: EEWT, UR, US
SUBJECT: JOINT COMMERCIAL COMMISSION: SOVIET "SUGGESTION"
FOR HANDLING TWO SEMINARS

1. DURING AUGUST 12 MEETING WITH EMBOFFS ON SUBJECTS
REPORTED SEPARATELY, MEL'NIKOV OF MINISTRY OF FOREIGN TRADE
(MFT) RAISED QUESTION OF TWO SEMINARS WHICH HAD BEEN AGREED
IN PRINCIPLE AT SIXTH SESSION OF JOINT COMMERCIAL COMMISSION.
WHILE TERMING IT NOT AN OFFICIAL PROPOSAL, HE MADE IT CLEAR
THAT IT REPRESENTED MORE THAN JUST HIS IDEA. ACCORDING
TO MEL'NIKOV'S SUGGESTION:

A) THE FIRST SEMINAR WOULD TAKE PLACE IN WASHINGTON,
PERHAPS IN THE BEGINNING OF DECEMBER. IT WOULD TAKE THE
FORM OF A PRESENTATION BY A GROUP OF UP TO TEN SOVIET
SPECIALISTS DRAWN FROM FTO'S, ACADEMY OF SCIENCE, LEGAL
DEPARTMENT (SIC), ETC., TO REPRESENTATIVES OF US
"ORGANIZATIONS AND COMPANIES" ABOUT FOREIGN TRADE PROMOTION
IN THE USSR. A "HOW TO" SESSION, HE TERMED IT.

B) THE SECOND SEMINAR WOULD TAKE PLACE IN MOSCOW DURING
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THE FIRST HALF OF 1978, "BUT MORE LIKELY IN FEBRUARY OR
MARCH," AND WOULD CONSIST OF AN AMERICAN PANEL ON TRADE
PROMOTION IN THE US.

HE ADMITTED THAT THE IDEA OF TWO ONE-WAY SEMINARS MIGHT
NOT BE EXACTLY WHAT WAS IN MIND AT THE TIME OF THE LAST
COMMISSION MEETING, BUT FELT IT DID NOT VIOLATE THE SPIRIT

OF THAT MEETING EITHER. IN ANY CASE, IT WAS JUST AN
"UNOFFICIAL PROPOSAL."

2. E/C COUNSELOR PROMISED TO CONVEY THIS SUGGESTION TO
WASHINGTON FOR ITS REACTION.

3. COMMENT: MEL'NIKOV'S "SUGGESTION" UNQUESTIONABLY
REPRESENTS AUTHENTIC MFT PROPOSAL BUT PACKAGED IN A FORM
WHERE IT COULD BE REJECTED WITH MINIMUM DAMAGE. WHILE THERE
IS A CERTAIN SYMMETRY IN HANDLING THE TWO AGREED SEMINARS
IN THE WAY HE SUGGESTS, WE WONDER HOW MUCH ENTHUSIASM USG
AND, PRESUMABLY, US INDUSTRY, WOULD HAVE FOR SENDING A TEAM
TO MOSCOW EXCLUSIVELY TO TEACH SOVIETS HOW TO SELL ON US
MARKET. THE SUGGESTION ALSO STRIKES US AS INDICATIVE OF
DIFFICULTY SOVIETS MUST BE HAVING IN THINKING OF SUITABLE
SUBJECT MATTER FOR THE SECOND SEMINAR. IF WASHINGTON
AGENCIES HAVE DEVELOPED IDEAS ON THIS POINT, IT MIGHT BE
MOST USEFUL TO RESPOND TO MFT PROPOSAL WITH OUR OWN VIEWS
ON CONTENT OF SECOND SEMINAR.
TOON

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Message Attributes

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Control Number: n/a
Copy: SINGLE
Sent Date: 16-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
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